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# AGRICULTURAL COOPERATION

September 21, 1929

Vol. VII, No. 19.

## COOPERATIVE WOOL MARKETING

Wool amounting to about 20,000,000 pounds a year is marketed through cooperative channels. Big and little, there are approximately 100 farmers' business associations primarily engaged in the cooperative marketing of the annual wool clips. In addition there are several hundred farmers' elevator associations, cooperative stores, and livestock shipping associations which assist in the marketing program by receiving wool and forwarding it to market.

Some of the strictly marketing associations are only informal groups of farmers who each year act collectively in assembling their individual clips, which may be sold to the highest bidder at assembling point, or may be consigned to a central market for sale. There are several large associations, commonly called wool pools, which operate over areas composed of many counties or even entire states. These associations advise their members regarding marketing conditions and direct consignments to favorable markets. A few large associations operate their own warehouses, receive the clips of their members, grade the wools, and sell direct to mill buyers. Lastly, the farmer-owned sales agencies in the terminal markets receive consignments from associations and individuals, and sell to dealers and to mills on a commission basis, the commission being made as favorable to the producers as business conditions will safely permit.

LEGAL, ECONOMIC, AND ORGANIZATION INFORMATION  
COLLECTED BY THE DIVISION OF COOPERATIVE MARKETING  
BUREAU OF AGRICULTURAL ECONOMICS  
UNITED STATES DEPARTMENT OF AGRICULTURE  
WASHINGTON, D.C.

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## ELEVEN YEARS OF COOPERATIVE POTATO MARKETING

Four hundred persons, including members, wives and friends, attended the banquet held in connection with the eleventh annual meeting of the Michigan Potato Growers' Exchange, Cadillac. Forty-eight local associations were represented at the annual meeting by delegates.

The association, during its eleventh year of operation marketed 2,590 cars of potatoes sold as table stock, and 318 cars sold as seed stock. The total of 2,908 was 20.7 per cent of the carlot shipments for the state, compared with 21.1 per cent for 1927 and 18.4 per cent for 1926. Shipments of table-stock potatoes were made to 390 buyers in 158 towns and cities in 16 states and the District of Columbia.

The 318 cars of seed stock were handled through the Exchange's seed department which has been operating for six years and cooperates very closely with the Michigan Certified Seed Potato Growers' Association. The quantity of seed handled in car load lots and in less than car load lots was 203,382 bushels.

Sales by the purchasing department amounted to \$143,299 compared with \$111,075 for the preceding year, a gain of 29 per cent. Among the 25 items purchased, the more important, with the quantities of each purchased, were as follows: potato bags, 735,304; sewing twine, 5,505 pounds; car lining paper, 3,064 rolls; staples, 50,000; limestone, 61,200 pounds; hydrated lime, 102,200 pounds; and spraying materials, 198,973 pounds.

With a potato crop much larger than usual to be marketed, it was necessary for the association to develop new markets and to find new outlets for potatoes. Among the experiments tried was the shipping of a car loaded with potatoes in 15-pound cotton sacks ready for delivery to the consumer. Two thousand four hundred sacks were filled with choice stock and the car sent to Buffalo where advance work had been done preparatory to its arrival. Three-fourths of the potatoes had been sold in advance and the remaining one-fourth was quickly disposed of following advertisements in the daily papers. The entire quantity was sold so as to return to the local association loading the car a premium of 25 cents per cwt.

As the season's prices were too low to bring the growers any profit, the Exchange reduced its handling charge from 8 cents to 6 cents per 100 pounds, which meant a deficit of \$13,906. However, the potato growers had larger returns than otherwise would have been the case.

The five-year marketing contract which expired with the marketing of the 1928 crop is being superseded by a one-year contract. Furthermore, the burden of obtaining signatures to contracts has been shifted from the Exchange, the central sales agency, to the local units, which are now circulating the new agreement.



### BEAN GROWERS SETTLE FOR 1928 POOL

Checks for final settlement of the 1928 pool of the Colorado Bean Growers' Association, Denver, went out to members the last week of August. Pool prices for the year averaged close to \$5.50 per hundred-weight, including warehouse and reserve credits. The association is now in better financial condition than it has been heretofore. After final settlement with members the association had cash in banks totaling \$3,031, besides office equipment valued at \$1,177, and \$100 worth of stock in the subsidiary organization, the Colorado Bean Growers' Warehouse Corporation. The only liability was for net reserves amounting to \$7,328.

On the 1929 crop the association has announced that it will advance 3 cents instead of  $2\frac{1}{2}$  as heretofore. Beginning with the 1929 crop the New Mexico Bean Growers' Association will unite with the Colorado association in its selling program and a joint sales agency will handle beans for both organizations, thereby reducing marketing expenses and increasing bargaining power.

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### POTATO ASSOCIATION IN GOOD FINANCIAL CONDITION

Beginning business in 1923 with 62 members who shipped 605 cars of potatoes, the Hastings Potato Growers' Association, Hastings, Fla., has made steady progress both in selling potatoes and in buying supplies. Shipments since 1924 amount to the equivalent of 9,506 car loads. The car load equivalents for the several years are as follows: 1924, 1,087 cars; 1925, 1,333 cars; 1926, 1,435 cars; 1927, 1,680 cars; 1928, 2,342 cars; 1929, 1,579 cars. In the year ending June 30, 1929, the shipments consisted of 250,649 barrels, 2,933,800 pounds in sacks, and 3,451 hampers weighing 55 pounds each. There was a total of 1,604 shipments equaling 1,579 car loads.

These potatoes were widely distributed, going into 99 cities in 20 states, the District of Columbia and Canada.

Purchases of supplies for growers during the year amounted to \$469,066. These supplies included fertilizer, seed, dust and dusting machines, barrels, sacks, hampers, labels, paste, and other requirements.

The association is in good financial condition. It has erected a building for its own use and its building revolving fund amounts to \$28,500. At the close of the year the equities of members in the reserve fund totaled \$286,000, after over \$50,000 reserve fund accumulations for the year 1924-25 had been refunded.

At present the membership numbers 185, of whom about 160 were active during 1928-29.

TWO DRIED FRUIT COOPERATIVES COOPERATE

Two large dried fruit cooperatives have recently agreed to sell their products through a single agency. These are the California Prune and Apricot Growers' Association, San Jose, and the California Peach and Fig Growers' Association, Fresno. They recently entered into an agreement which provides that the former organization shall take over the entire sale of commodities handled by the Peach and Fig Growers. The two associations will remain separate and distinct and each will do its own manufacturing and processing and keep its own brands, but the one will handle the sales of the other on a brokerage basis, besides selling the products of its own members.

This is considered a progressive step in selling dried fruit. The management of the Prune and Apricot Association realized the need for a more complete line of dried fruits, and the other association saw the advantages of selling through a large and efficient sales agency. The arrangement will make it possible to enter new markets, and also to sell on markets which can not use straight cars of a single dried fruit but can readily use mixed cars.

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IDAHO ASSOCIATION SELLS POTATOES AND FARM SUPPLIES

Approximately 3,600 cars of potatoes have been sent to market by the Idaho Falls Potato Growers, Inc., Idaho Falls, since its organization in February of 1922. The best record of shipments for any one season was made in 1925-26 when 675 car loads were marketed.

Potato sales for the seven years ending June 1, 1929, amounted to \$1,856,055, and supply sales to \$243,053. For the last business year potato sales amounted to \$111,792 and supply sales to \$23,348, a total of \$135,140. The supplies sold included 180,723 sacks, 4,210 pounds of binder twine, and quantities of baskets, boxes, cartons, etc.

The association has about 200 members. Its activity since organization is indicated by the figures given below:

Season	Potatoes marketed (Cars)	Receipts from potatoes	Supplies sold	Total
1922-23	535	\$124,836	\$27,951	\$152,787
1923-24	365	150,086	28,476	178,562
1924-25	426	182,347	55,070	237,417
1925-26	675	688,267	40,973	729,240
1926-27	553	367,708	29,228	396,936
1927-28	722	231,019	38,007	269,026
1928-29	411	111,792	23,348	135,140

### SIXTH YEAR OF VIRGINIA TOMATO ASSOCIATION

This year the Coan River Tomato Association, Heathsville, Va., shipped about 50,000 crates of tomatoes to market, or about 40 per cent of the crop of that section. This was approximately the same quantity as in five of its six years of work. The 1926 crop was especially heavy and the association shipped 112,000 crates.

As the weather was unfavorable the fruit was below average and federal inspection had to be abandoned after the first week. Ten packing houses were in operation, requiring the services of about 100 packers. The crates were decorated with paper labels for the first time and the tomatoes were wrapped in branded paper.

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### FRUIT GROWERS ORGANIZE EDUCATIONAL ASSOCIATION

An organization called the North Central Washington Growers Association, was launched July 30 at Wenatchee, Wash. Its objects are indicated in part by the following selections from the by-laws:

To constitute a forum where all growers of this industry, regardless of marketing affiliations, may gather to discuss their common problems, arrive at conclusions, and instruct their representatives to speak for them.

To carefully study and analyze various methods and practices of marketing, by standing committees of representative growers, and thereby make possible organized, intelligent grower support of all those designated to improve the distribution, selling and merchandising of boxed apples, pears and other fruits . . . .

Recognizing that there is a superfluous number of sales groups competing in the markets against one another with our products, it is the purpose of this association to study the results obtained by these, to compare them, and throw our support to those serving us best.

Membership is limited to "growers" and this term is defined as "an individual, corporation or association who owns or operates an orchard."

The growers have been working some months to build up the organization. They had 557 contracts in January, representing 2,636,330 boxes of fruit, or 24 per cent of the 1927 crop. Each month brought more contracts until on July 20 there were 1,509 contracts covering 7,965,585 boxes of fruit, nearly 71 per cent of the 1927 tonnage, and 20 members with 100,000 boxes have been added since that time. There are 24 local groups.

A six-page paper called the "Growers Gazette" was issued for the first time in August, 1929.



COOPERATIVE MILK MARKETING AT BALTIMORE

Milk sales by the Maryland State Dairymen's Association, Inc., Baltimore, for the year ending July 31, 1929, amounted to \$8,440,646. This was a larger sum than for any of the ten preceding years in the history of the association. The quantity of fluid milk delivered by members to dealers under contract to the association was 27,087,921 gallons, or 1,067,013 more than the deliveries in 1927-28.

Since 1925-26 the increase in milk produced by association members has been greater than the increase in the demand for fluid milk. In that year 83.2 per cent of the association milk was marketed as class 1, or fluid milk, and only 16.8 per cent was marketed as surplus milk, which is largely used in the manufacture of ice cream, butter, cheese, and similar products. Surplus milk in 1926-27 was 19.2 per cent of the total; in 1927-28 it was 28.4 per cent, and in 1928-29, 31.6 per cent.

Data have been compiled for the five years from 1925-26 to 1928-29 showing the total quantity of milk marketed under contracts made by the association, the quantity marketed as fluid milk and as surplus, and the sales value of all the milk. The figures are given in the following table:

Year ending July 31	Total milk received	Marketed as fluid milk	Marketed as surplus milk	Total sales
	(Gallons)	(Gallons)	(Gallons)	
1924-25	20,519,509	16,881,487	3,633,022	\$6,050,674
1925-26	21,765,801	18,116,903	3,648,898	6,482,164
1926-27	22,724,273	18,368,010	4,356,263	7,105,880
1927-28	26,020,908	18,641,448	7,379,460	8,161,257
1928-29	27,087,921	18,539,997	8,547,924	8,440,646

Other data compiled on a calendar year basis for ten years beginning with 1919, show that deliveries have increased from 7,002,310 gallons in 1919 to 27,160,807 gallons in 1928.

At the close of the business year, on July 31, 1929, the association had an excess of assets over liabilities of \$817,525 which constituted a reserve fund for contingencies. During the year payments to members were made from the reserve fund to the amount of \$91,413, this representing an equity in the reserve fund because of deductions made during the 1921-22 year. About \$109,000 credited for the 1922-23 year will be returned to members during the coming season. Excess earnings on the 1928-29 business amounting to \$157,272 were carried to reserve.

The Baltimore Dairy Council, which is closely affiliated with the Dairymen's Association, presented 2,090 plays, talks, demonstrations, and motion picture showings to 293,060 individuals during the year, and also distributed more than 600,000 pieces of literature.

### ASSOCIATION SELLS BUTTER FOR IOWA CREAMERIES

Sixteen farmers' creameries make up the membership of the Iowa State Brand Creameries, Inc., Mason City, an organization formed in 1927 to conduct a wholesale butter business and to buy supplies for its members. The association has an authorized capital of \$100,000 in \$100 shares, of which \$15,000 has been issued. Thirty creameries, representing 6,000 farmers, are patronizing the sales agency.

Sales for the past year amounted to \$1,900,487 of which \$1,120,610 was for 92-score prints. The total also included some cream, eggs and supplies. Net income for the year was \$11,656.

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### COOPERATIVE MARKETING OF DAIRY PRODUCTS IN UTAH

Sixty-six per cent more business is being handled by the Weber Central Dairy Association, Ogden, Utah, this year than last. Milk and cream sales have increased over those of last year, as have also butter sales. In addition, a considerable income is now derived from the sale of milk powder.

Sales for the first seven months of 1929 amounted to \$456,218. Of this amount \$293,783 was for butter, \$76,629 for milk and cream, \$76,213 for milk powder, and \$9,592 for cottage cheese, buttermilk, etc.

This association was formed in 1924. It is without capital stock, the members having subscribed to a plant purchase fund which on August 1, 1929, amounted to \$57,322. Reserves on that date brought the net worth to \$73,779.

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### MINNESOTA CREAMERY REPORTS FOR FIFTH YEAR

For its fifth year of operation, ending December 31, 1928, the Producers Cooperative Creamery Company, Marshall, Minn., reports sales amounting to \$177,459. Of this sum \$749 was for merchandise and supplies and all the remainder for butter, cheese and buttermilk. The quantity of cream received was 1,045,838 pounds, the quantity of milk, 22,917 pounds, and the quantity of butter made, 378,123 pounds. The association paid an average of 49.14 cents per pound for butterfat and received an average price of 45.15 cents for butter. Purchases of butterfat totaled \$150,550, and of cheese, \$3,615. Handling eggs added \$289 to the year's income, and net earnings totaled \$4,961.

This creamery company was organized in 1923 and now has 148 members and 300 patrons. It is a local unit of the Land O'Lakes Creameries, Inc., Minneapolis. It has an authorized capital of \$35,000 of which \$6,475 is paid in and \$800 subscribed.

ELEVATOR COMPANY CLEANS ALL GRAIN

Cleaning all grain received is a practice of the Farmers' Cooperative Elevator Company, Noonan, N. Dak. Last year the company handled about 344,000 bushels of grain from which it cleaned out 1,500,000 pounds of screenings, making a substantial saving in freight. Net earnings for the year amounted to \$31,265.

This company was originally the Farmers' Elevator Company, formed in 1909, and reorganized in 1919 under the present name. It had 52 members in 1914, and in 1927 the number had increased to 180 with 225 patrons.

While the company handles all kinds of grain, a very large percentage of the total is wheat. It buys a limited quantity of supplies for its members.

In the last 13 years the company has paid the farmers of the section a total of \$243,826 in dividends, an average of \$18,756 per year.

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FINAL REPORT FROM KANSAS WHEAT POOL

A final statement for the 1928-29 marketing season has been issued by the Kansas Cooperative Wheat Marketing Association, Wichita. The report shows that the association handled 4,692,517 bushels of wheat of the 1928 crop, compared with 2,465,423 bushels of the 1927 crop handled the preceding season.

The expense of operating the association for the 1928-29 marketing season is given as 8.21 cents per bushel. In addition to association expense, 2.29 cents a bushel was deducted as a reserve, and, in the case of those members who are under the newly adopted marketing contract, an additional one cent a bushel for an elevator reserve. Participating certificates are issued in the case of deductions for reserves. These certificates evidence the equity of members in the capital of the association.

Deductions for the 1927-28 season are reported by the management of the association as 10.178 cents a bushel for expense and 2.697 cents for reserve.

Settlements with the growers have been made on the basis of the Kansas City price for grade and protein value of grain delivered, less deductions for association expense, for reserves, for freight to Kansas City, and for local handling charges. Members of the association who stored wheat during the 1928-29 season received a per-bushel storage payment varying from a small amount to eight cents, according to the length of time the wheat was held on the farm. This storage payment averaged 2.93 cents a bushel for the entire quantity of grain handled.



CANADIAN WHEAT POOL ISSUES DESCRIPTIVE PAMPHLET

An attractive pamphlet entitled "The Canadian Wheat Pool" has recently been issued by the publicity department of the Canadian Co-operative Wheat Producers, Ltd., Winnipeg, Man. The publication contains a series of articles by W. A. Irwin, reprinted from MacLean's Magazine. The articles present the story of the organization and its work. Numerous illustrations are included, showing exteriors and interiors of some of the huge terminal elevators and of office buildings. There is also a group picture of the men who are serving on the board of directors of this sales agency.

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NEW GRAIN ASSOCIATION FORMED FOR EASTERN STATES

The Eastern Grain Growers, Hagerstown, Md., is a new farmers' association formed for the purpose of marketing grain cooperatively and purchasing farm supplies, including feeds and fertilizers.

The association is being organized with capital stock, \$50,000 of preferred stock and \$50,000 of common stock. The preferred stock will be sold to members and nonmembers for the purpose of acquiring capital for providing physical facilities. It is entitled to six per cent cumulative dividends. The common stock can be placed only with cooperative associations engaged in marketing agricultural products and with individuals engaged in producing agricultural products. Common stock dividends will be limited to eight per cent.

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ALBERTA ASSOCIATION SHIPS MANY PRODUCTS

At the close of its ninth year of business, the Southern Alberta Cooperative Association, Lethbridge, had 1,635 members in place of the 40 provisional members of 1923. Five hundred of the total came into the association during the past year, without a membership campaign. Business for the year aggregated \$879,345.

Produce marketed during the year reached a total of 660 cars, including 130 cars of hay, 75 cars of potatoes, 425 cars of livestock, and 30 cars of miscellaneous products. Hay marketing was the main object when the association was formed but this has fallen into second place and livestock is now in the lead. The stock handled last year included 28,700 hogs and about 6,000 sheep. At some local shipping points the cooperative has entirely eliminated the drover, and at other points it has secured 80 per cent of the shipments. Egg and poultry marketing has been turned over to another cooperative. The association operates at 37 outlying shipping points.



LIVESTOCK MARKETING IN SASKATCHEWAN

Receipts of livestock by the Southern Saskatchewan Cooperative Stock Yards, Ltd., Moose Jaw, Sask., for the year ending April 30, 1929, totaled 220,162 animals. This was a gain of about 13 per cent over the preceding year, a larger number of hogs, sheep and horses being handled.

During the eight years ending with April of 1929, cattle declined in relative importance at the stockyards and hogs increased in relative importance. In 1920-21 cattle receipts were 61 per cent of all receipts and in 1928-29 they were but 31 per cent. Hog receipts increased from 16 per cent of all receipts in 1920-21 to 39 per cent in 1928-29.

The number of animals of each kind received for the last eight years is as follows:

Year*	Cattle	Calves	Hogs	Sheep	Horses	Total
1921	67,148	1,511	17,584	16,610	7,528	110,381
1922	38,768	1,707	12,975	33,557	6,871	93,873
1923	87,554	4,126	61,114	31,446	6,501	190,741
1924	60,083	611	52,344	13,092	6,973	133,103
1925	71,728	2,820	104,233	20,881	11,210	210,872
1926	128,272	5,766	72,225	25,769	14,170	246,202
1927	117,475	8,654	87,289	26,695	17,781	257,894
1928	87,585	7,844	61,890	17,744	19,959	195,022
1929	68,854	8,287	85,228	29,215	28,578	220,162

\* Ending April 30.

The greater portion of the cattle, hogs and sheep received are shipped to Manitoba and Ontario points for slaughter. About one-fourth of the total receipts are sold for local slaughter. Shipments from the stockyards to the United States for the last five years have varied from less than 2 per cent of the total number of animals marketed to more than 12 per cent.

Livestock receipts by the Saskatchewan Cooperative Livestock Producers, Ltd., at its sales office at Moose Jaw, Prince Albert, Saskatoon, and St. Boniface are given for the last two years ending with May as follows:

Season	Cattle	Hogs	Sheep	Sales value
1927-28	23,822	57,020	7,552	\$2,113,752
1928-29	44,250	102,179	14,276	4,917,712

This association operates the stock yards at Prince Albert.

During the latter part of the 1928-29 year the sales on the St. Boniface market were made through the Central Livestock Cooperative, Ltd., a terminal market sales agency for the several provincial associations.

MORE COTTON TO SOUTH CAROLINA ASSOCIATION

Advances on 1929 cotton by the South Carolina Cotton Growers' Cooperative Association, Columbia, are at the rate of 12 cents per pound for short staple and 14 cents for long staple. The general manager reports a substantial increase in the membership, including both large and small growers. One member has already shipped 1,300 bales. Deliveries are exceeding those of last year, according to a statement from the management.

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COOPERATIVE COTTON GIN IN OKLAHOMA

The Farmers Union Cooperative Gin, Snyder, Okla., reports business of \$103,499 for the year ending March 31, 1929. The association was organized in November, 1927, for the purpose of ginning cotton, and supplying grain, feed and coal to the members. Outstanding capital stock at the close of the fiscal year amounted to \$13,600. This was held by 110 members with a limit of five shares to any one member and a limit of 8 per cent for dividends on capital stock. Patronage dividends are paid on cotton ginned for members. Fixed assets of the association include furniture and fixtures valued at \$160; land, \$625; gin buildings and machinery, \$26,359; tools and equipment, \$453; office building and scale equipment, \$1,190; warehouse, \$670.

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SIXTY DOLLARS ADVANCE FOR TENNESSEE COTTON

Members of the Tennessee Cotton Growers' Association, Memphis, have their choice of three ways of selling their cotton. They may ship to the daily pool and have the cotton sold on arrival and receive the market price for the day on which the bill of lading is received by the association; they may ship to the suspense pool and have the cotton held awaiting orders from the owner; or they may ship to the seasonal pool and leave the entire selling to the association. Under this plan they will receive the average seasonal price for the grade and staple shipped, less the necessary expenses.

The association has been advancing \$60 per bale for bales of 500 pounds or over, and 12 cents per pound for light bales. These advances are likely to be raised or lowered as there are changes in prices, and as additional money becomes available for credit purposes.

COOPERATIVE EGG MARKETING IN MANITOBA

The membership of the Manitoba Cooperative Poultry Marketing Association, Ltd., Hartney, Man., has increased from less than one thousand to more than eleven thousand during the seven years that it has operated. The quantity of live poultry handled has increased more than six times, the quantity of dressed poultry more than ten times, and the quantity of eggs marketed, more than eleven times.

The annual report of the management of the association for 1928 says in part, "cooperation intelligently and efficiently applied to the marketing of poultry products has been instrumental in placing poultry production in Manitoba on a profitable basis and establishing another permanent branch of agriculture on many Manitoba farms."

Last year 34,000 birds, weighing 141,013 pounds, live weight, were marketed so as to bring to the producers from 13 to 15 cents net. Total sales amounted to \$19,788. Live poultry means birds culled from the farm flocks. This culling is conducted under the supervision of the extension service of the Department of Agriculture.

Dressed poultry was shipped during the year from 104 points. The weight of the dressed birds was 1,231,326 pounds and their sales value amounted to \$356,998. The number of cars of dressed poultry forwarded to market was 73 for 1928, compared with 62 for 1927 and 5 for 1922, the year in which the association began business.

Six egg stations were operated during the year and 135 cars of eggs were sent to market. These shipments amounted to 54,172 cases with a sales value of \$489,880. Car load shipments of eggs were 103 in 1926; 113 in 1927; and 135 in 1928.

Average net prices to the producers ranged from 19 cents a dozen for cracks to 27 cents for extras.

The growth of this cooperative enterprise is indicated by the figures taken from the annual reports and given in the table below:

Year	Members	Live poultry	Dressed poultry	Eggs
	(Number)	(Pounds)	(Pounds)	(Cases)
1922	719	-----	116,351	-----
1923	2,245	21,586	586,355	-----
1924	3,015	32,623	333,240	4,312
1925	5,600	107,346	653,742	19,008
1926	7,500	85,446	-----	41,432
1927	9,900	94,964	1,061,590	45,468
1928	11,618	141,013	1,231,326	54,172



COOPERATIVE BUYING BY POULTRY PRODUCERS

Cooperative buying is being undertaken by the Connecticut Poultry Producers, Inc., New Haven, Conn. Heretofore this producer-operated association has concentrated upon the cooperative marketing of eggs. Cooperative purchasing activities will be confined at first to a few items. If the new service receives the approval of the membership by numerous and substantial orders it will be expanded until many of the supplies needed by poultry producers are handled.

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SUGGESTIONS FOR COOPERATIVE BUYING ASSOCIATION

As the people of Manitoba are manifesting considerable interest in cooperative buying, the Cooperative Marketing Board, Winnipeg, has assembled information on the subject and issued a booklet summarizing briefly some of the requirements for successfully "Organizing a Consumers' Cooperative." The following points are considered: organization meeting, capital stock, incorporation, responsibilities, the credit problem, management and accounting, regular prices, purchasing, the Cooperative Union.

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ALABAMA SUPPLY ASSOCIATION IN BIG BUSINESS CLASS

Fertilizer purchased and delivered to members during the year ending July 27, 1929, by the Alabama Farm Bureau Mutual Supply Association, Montgomery, aggregated 91,513 tons, or 4,413 cars, with a delivered cost of \$2,175,067. On these purchases the company refunded the sum of \$123,372 which included the handling charges for the county farm bureaus. Among the other supplies purchased some of the larger items were as follows: poultry and other feeds, 3,753 tons, with a sales value of \$254,494; Austrian peas, 311,359 pounds, worth \$133,253; cotton seed, 10,000 bushels, worth \$19,477; explosives to the value of \$20,450; soy beans, 5,495 bushels, \$23,926; 92 windmills, \$21,612; calcium arsenate, 60,000 pounds, \$42,000. Other lines purchased included grain drills, fruit trees, shrubbery, spray materials and spray machines, tankage, and drain tile, bringing the total value of all supplies to \$531,256. Dividends and handling charges on these purchases amounted to \$153,012.

The outstanding work of the marketing department was in handling eggs and poultry. The quantities handled amounted to 8,000 cases of eggs and 99 cars of poultry, with a sales value of \$428,353. Sheep and wool sold brought \$134,948; turkeys, \$111,041; pears, \$1,195; and 50 cars of hogs, \$50,000, making total sales of \$725,538, and bringing the volume of business of the Supply Association for the year to \$3,431,247.



LEAFLET ON COOPERATIVE FINANCING

A leaflet bearing the title "The Financing of Cooperative Wheat Marketing by the Federal Intermediate Credit Bank of St. Paul," outlines some of the activities of that bank and also of the eleven other intermediate credit banks of the country.

In the past six years the St. Paul bank has loaned to the South Dakota Wheat Growers' Association a total of \$6,009,165 to aid in carrying out its program of paying members a substantial portion of the current price upon delivery and yet marketing the crop as there is a demand for it. This money has been loaned at rates ranging from  $4\frac{1}{2}$  to  $5\frac{1}{2}$  per cent. To this and other cooperatives of that territory the St. Paul Intermediate Credit Bank has made loans aggregating \$9,996,409.

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CREDIT CORPORATION INCREASES SCOPE AND VOLUME

Although not yet five years old, the Alabama Farm Bureau Credit Corporation, Montgomery, has loaned farmers of that state \$1,045,133 for various purposes, and its business is increasing each year in scope as well as volume. At first the Corporation devoted its energies to lending money for crop production purposes. Gradually it has expanded and now is lending money also for the purchase of beef cattle, dairy cattle, sheep, poultry, for storage of eggs, and for storage and marketing of cotton.

Cattle loans are made on the basis of 50 per cent of the value of the cattle. Loans on dairy cattle are repaid by the month, according to the size of the loan and the ability of the borrower to pay.

Loans for egg storage are made on the basis of 20 cents per dozen for eggs at point of storage, the purchaser furnishing the crates and paying the express to point of storage. Eggs are stored only when the price falls below 20 cents in the local market.

Crop production loans are based on three factors: security, moral risk, and productive ability. The average loan based on cotton production for the present year has been about \$13 per acre, if the total sum loaned is charged to the cotton crop only.

The Credit Corporation now has paid-in stock to the amount of \$74,785, and stock subscriptions of borrowers amount to \$38,430, making a total of \$114,135 for working capital. In addition the Farm Bureau Federation and the Farm Bureau Cotton Association have advanced for expenses during the year the sum of \$23,679. This is secured by mortgages. The cost of operation is now running from \$9,000 to \$12,000 a year.

The volume of business for each of the years has been as follows: 1925, \$37,978; 1926, \$132,083; 1927, \$204,704; 1928, \$275,004; 1929, to date of annual meeting, \$395,363.

### NEW PERIODICAL FOR PACIFIC COAST ORGANIZATIONS

A new monthly periodical "devoted to the interests of the Pacific Coast organizations," made its appearance in June of the present year. It is published by the Cooperative Publishing Company, at San Francisco, and bears the title "The Co-operative." The first issue contains articles by a large number of men who are prominently connected with some of California's big cooperatives, each describing or discussing some phase of cooperative work. The magazine is printed on calendared paper and profusely illustrated.

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### BIBLIOGRAPHY OF LEGAL PHASES OF COOPERATION

A selected bibliography of "Legal Phases of Agricultural Marketing and Agricultural Cooperation," has recently been issued by the Wisconsin State Department of Markets as Vol. 10, No. 4, of its bi-monthly bulletins. The bulletin was prepared in cooperation with the Library School of the University of Wisconsin. The entries have been selected, annotated and arranged "in such a way as to give the reader a comprehensive understanding of the evolution of cooperative legislation in this country as well as some of the important problems with which cooperative legislation is confronted." Following a brief list of general references, the other material is arranged chronologically, beginning with 1913. The bulletin will be sent upon application to the Wisconsin Department of Markets, Madison.

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### ECONOMIC PROBLEMS AND PEACE

"Les problèmes économiques et la paix," is the title of a booklet of 28 pages by S. Borodaewsky, professor in the Ukrainian and Czechoslovakian Polytechnic School and Ukrainian University of Prague. This work was awarded the Montague-Berton prize in 1928 by la Fédération Universitaire Internationale pour la Société des Nations. The author states in a footnote that the original title was "Les relations entre les problèmes économiques et la paix," and that he has altered the title but left the text practically unchanged.

The discussion falls under the following headings: The diversity of economic problems, the problems of consumption, the problems of production, the problem of the division of labor among the nations, the problems of international exchange, international commercial treaties, commercial treaties and the principle of the most favored nation, and problems of cooperation. The booklet is published in Prague.

COOPERATION IN WESTERN NORTH CAROLINA

The Farmers' Federation, Inc., Asheville, N. C., completed its ninth year of service June 30, 1929, and reports that it made more progress in marketing in that year than in any other year in its history. It shipped larger quantities of poultry, eggs, vegetables, potatoes, and grain, than any firm ever shipped out of western North Carolina before. Total sales, not including milk, amounted to \$1,178,966, which was \$19,522 more than in the 1927-28 year.

The most marked increase was in poultry and eggs. Sales amounted to \$480,892. This included 81 cars of poultry with a value of \$345,093, sales at the poultry houses amounting to \$87,499, egg sales to the amount of \$40,062, and baby chicks to the value of \$8,233. This volume, the report comments, has been built up largely by patient, persistent work in developing markets. Last year poultry cars were operated on a regular schedule, starting at Murphy and stopping at all stations from there to Asheville, with occasional cars from Rutherford County. For three years the poultry cars were run at a loss as there was not enough poultry to fill them. Now the farmers realize they have a dependable market through the Federation and have increased their flocks.

Last season the Federation undertook to stabilize the market for eggs by disposing of the spring surplus, and succeeded beyond its expectations. By shipping out 2,000 cases the surplus was cared for and prices steadied. The Federation began shipping in February, bought every egg that was offered, and shipped every day. Up to March 11 the price was maintained at 30 cents, and at no time following that date was it less than 20 cents. This was encouraging to the farmers who had heretofore had to sell for 12 to 15 cents during the spring months.

Milk sales totaled \$323,928. The milk situation was trying throughout the year, with a surplus on the market and reduced consumption.

While the Federation began business chiefly as a purchasing organization, it is gradually developing more and more into a marketing agency. Sales through its eight warehouses last year totalled \$817,946, a somewhat lower figure than for the preceding year. However, this was largely due to the fact that some prices were lower, as the tonnage handled was about the same. About 3,500 bushels of rye were shipped by the Federation.

Other lines of work include a cannery at Hendersonville, and two chicken hatcheries. The cannery began work in 1928 and put up some 5,000 cases of canned goods of high quality, which were so satisfactory that the 1929 output has all been sold. The hatcheries were secured to aid in improving the poultry of the section, and 149,303 purebred baby chicks were hatched and sold the past spring.

As a new refrigerator express service for perishable products is to be put in operation January 1, 1930, the Federation is planning to build up a business in small fruits and berries, and hopes to organize the berry growers this fall.



COOPERATION IN SASKATCHEWAN

On April 30, 1929, 285 local associations were registered with the Saskatchewan Commissioner of Cooperation and Markets, Regina, Sask. These organizations were engaged very largely in buying farm supplies. Two hundred sixteen associations reporting activities for the year ending with April, had 13,819 shareholders with paid-up capital of \$569,829, and total assets of \$1,633,139. Supplies were handled during the year to the value of \$3,621,256 and farm produce to the value of \$17,749. Eleven of the associations handled 167½ cars of livestock valued at \$240,767. Total sales for the 216 associations reporting were \$3,879,773 and net earnings were \$135,963.

During the past year 59 new associations were registered, 13 associations were dissolved and 52 associations were declared out of business. At the close of the year 4 associations were in the process of liquidation and 15 were in the process of dissolution.

The significant figures for the associations reporting for the various years since 1914 are given in the following table:

Year	Associa- tions reporting	Number of share- holders	Number of associations marketing livestock	Number of cars of livestock marketed	Value of supplies, farm products and livestock
1914	102	2,850	9	30	\$ 281,354
1915	173	5,537	10	140	964,892
1916	279	9,444	23	241	2,122,832
1917	304	12,459	35	548	4,160,262
1918	329	15,132	41	689	5,278,166
1919	350	18,248	52	784	6,189,591
1920	337	18,894	54	912	7,314,695
1921	343	18,008	41	564	5,026,822
1922	321	16,849	52	805	4,107,239
1923	304	16,082	47	744	3,643,501
1924	304	14,663	42	896	3,562,066
1925	260	14,187	35	629	3,940,322
1926	258	14,948	30	537	3,974,751
1927	243	13,867	18	375	3,861,904
1928	216	13,819	11	167½	3,879,773

Most of the associations which are registered under the cooperative association act are locals buying farm supplies, shipping livestock, or are associations for owning and operating community halls.

In addition to the local associations, there are several province-wide associations for marketing grain, livestock and poultry and poultry products. These organizations exist by virtue of special legislation, and during the 1928-29 season they had sales of \$176,640,000.



REPORTED BY THE ASSOCIATIONS

The Yakima Fruit Growers' Association, Yakima, Wash., is working out a program for exporting apples to both Oriental and European markets. A man has been placed in charge of this work and direct connections have been secured on a number of foreign markets.

Eleven hundred thirty-six delegates presented their credentials at the thirteenth annual meeting of the Missouri Farmers' Association, at Sedalia, Mo., August 26. An important feature of the meeting was the adoption of a new producers' contract which will invalidate the old contract.

The Sanitary Milk Producers' Association, East St. Louis, Ill., incorporated in April, 1929, has attained a membership of 2,000, and is now planning a campaign of publicity which will acquaint the consuming public of the St. Louis territory with the plans and program of the organization.

A large cold storage plant with a capacity of 325 cars is operated at Weikel, Wash., by the Yakima Fruit Growers Association. The past year 620 cars of fruit were shipped from the plant. The 68 Big Y members in this district own 708 acres of bearing orchard and 476 acres of orchard not yet bearing. The orchards consist mainly of apples, with some peaches and apricots.

The Farmers' Union Terminal Association, St. Paul, Minn., is planning to erect a concrete grain elevator with a capacity of 500,000 bushels on the upper levee of St. Paul. This will increase the storage capacity under association control to 1,000,000 bushels. Construction is to begin immediately. This agency handled 15,000,000 bushels of grain in its fourth year of operation.

By establishing a horse marketing division the Saskatchewan Co-operative Livestock Producers, Ltd., has entered a new field. The first shipment of carefully selected work horses was made recently from Maple Creek to a lumber company in the Province of Ontario. The animals had been inspected by the veterinary officer of the Saskatchewan Department of Agriculture, and were accompanied by a representative of the Markets branch.

The fifth Cooperative Training School of the Northern States Cooperative League, Minneapolis, Minn., will begin its sessions October 21 and continue six weeks. Its purpose is to train managers, bookkeepers, and other workers for consumers' cooperative societies. Any man or woman over 18 years of age may be admitted to the classes, but the preference will be given to persons who have had some practical experience with cooperative organizations.

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